

Message Text

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67

ACTION XMB-07

INFO OCT-01 ARA-11 ADP-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02

LAB-06 SIL-01 SAL-01 OMB-01 RSR-01 /087 W
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R 301719 Z MAR 73

FM AMEMBASSY MEXICO
TO SECSTATE WASHDC 5171

UNCLAS MEXICO 2084

FOR COMMERCE AND EXIMBANK

E. O. 11652: N/ A

TAGS: ETRD, BEXP, MX

SUBJECT: MEXICAN AIR TRAFFIC CONTROL EQUIPMENT

REF: STATE 49738

1. SUMMARY. GOM REQUESTS DIRECT EXIMBANK PRELIMINARY COMMITMENT FOR US \$21 MILLION RADAR PROJECT, FOR WHICH PROCUREMENT NOW SCHEDULED AUGUST- SEPTEMBER, 1973. DESPITE FORMIDABLE EFFORTS FROM BRITISH AND FRENCH, EMBASSY BELIEVES US SUPPLIERS CAN BE COMPETITIVE ON THIS IMPORTANT TENDER. END SUMMARY.

2. AS REQUESTED REFTEL, EMBASSY HAS MADE EFFORTS TO INTEREST DIRECTORATE GENERAL OF CIVIL AVIATION (DGAC) IN REQUESTING DIRECT PRELIMINARY COMMITMENT FROM EXIMBANK FOR 12 TERMINAL AND EN- ROUTE RADAR INSTALLATIONS (SEE MEXICO A-712, NOV.22,1972). FORMAL ORAL REQUEST WAS MADE MARCH 29 TO EMBOFF BY DGAC TECHNICAL SUBDIRECTOR ING. JORGE CENDEJAS. MINISTER- COUNSELOR AND EMBOFF EXPLAINED ADVANTAGES OF FORMAL COMMITMENT DURING MARCH 28 LUNCH WITH CENDEJAS, WHO MOST INTERESTED SUCH COMMITMENT BUT DID NOT UNDERSTAND NEED FOR FORMAL GOM REQUEST-- ESPECIALLY SINCE BRITISH AND FRENCH OFFERS (SEE MEXICO A-50, FEB.8, 1973) HAD BEEN MADE WITHOUT FORMAL REQUEST. HE ADDED THAT HE HOPED ORAL REQUEST SUFFICIENT, SINCE HE WOULD HAVE DIFFICULTY JUSTIFYING WRITTEN REQUEST IN VIEW OF FRENCH AND BRITISH
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COMMITMENTS. PROCUREMENT WILL BE DECIDED IN AUGUST- SEPTEMBER, 1973.

3. PRELIMINARY COMMITMENT COULD INCLUDE, IN ADDITION TO US \$21 MILLION FOR RADAR, US \$2 MILLION FOR 3- YEAR ILS PROGRAM SINCE THIS WOULD BE HELPFUL TO TEXAS INSTRUMENTS (TI). EXIMBANK MAY WISH CONSULT TI AND PERHAPS OTHER FIRMS IN ORDER DETERMINE IF ADDITIONAL AMOUNTS COULD BE USEFULLY INCLUDED. CENDEJAS' REQUEST IS ONLY FOR US \$21 MILLION, BUT HE AWARE RATIONALE FOR TI FINANCING AND WOULD NOT OBJECT TO ITS INCLUSION.

4. EMBASSY HAS BEEN IN CONTACT WITH NUMEROUS US SUPPLIERS, INCLUDING NORTHRUP- PAGE, RAYTHEON, TI, CARDION ELECTRONICS, BENDIX, AND TRW SYSTEMS; ALL BUT TRW HAVE ALREADY VISITED MEXICO, AND ALL HAVE HAD FAVORABLE REACTION FROM DGAC. EMBASSY BELIEVES US SUPPLIERS CAN BE COMPETITIVE IN THIS ENVIRONMENT, PARTICULARLY GIVEN SUPPORT WHICH HAS BEEN RECEIVED FROM FAA OFFICIALS, INCLUDING FAA SOUTHWEST REGION DIRECTOR HENRY NEWMAN, WHO RECENTLY HOSTED CENDEJAS AND SEVERAL OTHER GOM OFFICIALS AT INSTALLATIONS IN HOUSTON. NONE- THELESS, BRITISH, FRENCH, AND POSSIBLY JAPANESE EXPECTED TO MAKE SUBSTANTIAL EFFORT; FRENCH (THOMSON- CSF) HAVE SUPPLIED ALL EXISTING MEXICAN RADAR (2 INSTALLATIONS) AND BRITISH (PLESSY) HAVE SUPPLIED ILS FACILITIES.

5. EMBASSY REQUESTS PROMPT EXIMBANK CONSIDERATION OF GOM REQUEST FOR PRELIMINARY COMMITMENT IN AMOUNT OF AT LEAST US \$21 MILLION (OR MORE, DEPENDING ON POSSIBLE CONSULTATIONS WITH US SUPPLIERS).

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